

Message Text

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PAGE 01 BUCAR 01281 280922Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----280924 070353 /20

P 280812Z FEB 77
FM AMEMBASSY BUCHAREST
TO USDOC WASHDC PRIORITY
SECSTATE WASHDC PRIORITY 1779

C O N F I D E N T I A L BUCHAREST 1281

BEWT/TDAD FOR BOWIE

EUR/EE FOR FROMOWITZ

E.O. 11652: GDS
TAGS: BTIO, EEWT, RO
SUBJECT: WIDE BODIED AIRCRAFT

REF: USDOC 03150

1. SOME MONTHS AGO BOEING (REGIONAL REP EHRENWALD AND, IF WE RECALL CORRECTLY, HIS BOSS) MADE PRESENTATION ON 747 TO ASSEMBLED GROUP OF TAROM SPECIALISTS. EFFORT UNDERTAKEN WITH VIEW TO LONGER-TERM MARKET PROSPECTS WITHOUT REAL EXPECTATION OF SHORT-TERM PAYOFF. TO BOEING'S SURPRISE SENIOR ROMANIAN, CHALLENGED AS TO SERIOUSNESS OF ROMANIAN INTEREST, ASSERTED HIS GOVERNMENT WAS LOOKING AT WIDE-BODIED AIRCRAFT WITH MORE IMMEDIATE INTEREST THAN BOEING MIGHT SUSPECT.

2. TO TEST THIS INTEREST AND TO CAPITALIZE UPON WHATEVER ADVANTAGE IT MAY HAVE, EHRENWALD HAS BEEN TRYING TO SECURE AGREEMENT OF HIS HEADQUARTERS FOR URU DEMONSTRATION FLIGHT TO ROMANIA EITHER BEFORE OR AFTER PARIS AIR SHOW. FROM GUARDED CONVERSATIONS OVER LONG-DISTANCE PHONE WE GATHER THAT HE HAS MADE SOME INROADS IN HIS ATTEMPT
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TO CONVINCE SKEPTICAL SENIOR STAFF TO INVEST SUBSTANTIAL FUNDS REQUIRED TO CHARTER 747 FROM COMMERCIAL AIRLINE FOR DAY'S FLIGHT TO BUCHAREST. REPORTEDLY, HOWEVER, THERE IS STILL RESISTENCE AGAINST EXPENDING MONEY UPON FURTHER PROMOTION IN ROMANIAN ABSENT AN AIRCRAFT PURCHASE.

WE HAVE NOT HEARD WHETHER ROMANIANS HAVE ESTABLISHED COMMITTEE TO STUDY WIDE-BODIED JET. FACT THAT THERE APPEARS TO BE INTEREST SUGGESTS THEY MAY WELL HAVE FORMED SUCH A GROUP. WHETHER THEY HAVE OR NOT SEEMS TO US TO BE OF LARGELY ACADEMIC INTEREST AT THIS POINT, SINCE EVERY INDICATION WE HAVE POINTS TO TEHNOIMPORT REMAINING AS PURCHASING CHANNEL FOR ALL COMMERCIAL AIRCRAFT PURCHASES. TEHNO DIRGEN HARABAGIU, WITH WHOM WE HAVE EXCELLENT RELATIONS, GAVE US NO HINT ON FRIDAY THAT ROMANIA WOULD BE IN MARKET FOR 747 OR SIMILAR AIRCRAFT IN NEAR FUTURE, BUT THEN HE WOULD MAINTAIN THIS POSTURE UNTIL MOMENT HE RECEIVED INSTRUCTIONS TO OPEN NEGOTIATIONS.

4. ALL OF FOREGOING INFORMATION RELATING TO BOEING ACTIVITIES WAS GIVEN TO US IN STRICTEST CONFIDENCE AND SHOULD NOT BE DIVULGED TO ANY OTHER MEMBER OF THAT FIRM, LET ALONE ANOTHER MANUFACTURER. SHOULD LOCKHEED OR MCDONNELL-DOUGLAS INQUIRE ABOUT ROMANIAN INTEREST IN WIDE-BODIED AIRCRAFT, WE WOULD SUGGEST THAT THEY SIMPLY CONTACT TEHNO DIRECTLY. ALTERNATIVELY, WE WOULD BE HAPPY TO SEEK APPOINTMENT.
BARNES

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: EAST WEST TRADE, COMMERCIAL AIRCRAFT, FOREIGN INVESTMENTS
Control Number: n/a
Copy: SINGLE
Sent Date: 28-Feb-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1977BUCHAR01281
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
Film Number: D770068-0396
Format: TEL
From: BUCHAREST
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1977/newtext/t1977024/aaaaadmt.tel
Line Count: 86
Litigation Code IDs:
Litigation Codes:
Litigation History:
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Message ID: 95314bc6-c288-dd11-92da-001cc4696bcc
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Original Classification: CONFIDENTIAL
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Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Review Date: 09-Mar-2005 12:00:00 am
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Review Exemptions: n/a
Review Media Identifier:
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3316280
Secure: OPEN
Status: NATIVE
Subject: WIDE BODIED AIRCRAFT
TAGS: BTIO, EEWT, RO, US
To: COM STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/95314bc6-c288-dd11-92da-001cc4696bcc
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